# 6<sup>th</sup>Analyst & Investor Day Capital Link Shipping Forum

A Posidonia Conference Program Event

Monday, June 4, 2018 Athens, Greece









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### **Greek Shipping is a Global Leader**

By Nicolas Bornozis
 President of Capital Link, Inc.

Greece has a long tradition as a maritime nation. Greek shipowners competing on a global scale have a track record as astute operators and asset traders. As a result, the global shipping and investment community look to the behavior of Greek shipowners during highs and lows as they have been able to prove their success in one of the most important and challenging professions in the world.



Greek shipping does not depend on the Greek economy; it depends on trends in the global commodity and energy markets. But shipping remains a major contributor to the domestic economy, as made evident through the foreign currency inflows it produces and the employment it provides. Piraeus continues to be a major hub for global shipping and the industries that service it. A testament to its continuing success, Posidonia remains the world's largest and most prestigious shipping trade event, taking place in Greece every two years and attracting a significant number of visitors from around the globe.

Capitalizing on the large number of international investors, analysts, and financiers and other industry participants visiting Greece for Posidonia, Capital Link upholds its tradition of organizing an **Analyst & Investor Day** at the start of the week-long Posidonia event, during which the senior management of listed and private shipping companies and other major industry personalities provide an update and a platform for interactive discussion on the developments and outlook of the commodity and energy markets and the various shipping sectors. The Forum also provides the opportunity to exchange views on the geopolitical, regulatory and technological developments and on the financial and capital markets, alternative finance, private equity, as well as investor attitudes towards shipping.

Demonstrative of our dedication to working with listed and private shipping companies, Capital Link has developed a series of strategic, industry initiatives that go extend past our core activity of investor relations, advisory, and financial communications. These services include our shipping website, which is dedicated to listed shipping companies, webinars, a weekly newsletter, maritime indices, and our well-known industry forums, which are held across Athens, London, New York, Limassol, Shanghai and Singapore. Through these services, we have constructed a global, interactive, and truly effective bridge that links listed shipping companies to investors and financiers.

We express our appreciation to the sponsors, moderators, panelists, media partners and all those who participate in today's event making it a very successful forum. Thank you for your ongoing support and participation.

We wish you a fun, productive week at Posidonia 2018!

Sincerely, Nicolas Bornozis President



# CAPITAL LINK SHIPPING AWARDS HONORING GLOBAL LEADERS IN THE SHIPPING SPACE

### **CAPITAL LINK SHIPPING LEADERSHIP AWARD – NEW YORK**

**2014:** Dagfinn Lunde, Former CEO & Industry Head of Shipping & Offshore Division – DVB Bank; Former Managing Director – INTERTANKO

2015: Michael Parker, Global Head of Shipping – Citi

2016: Dr. Martin Stopford, Non-Executive President – Clarkson Research Services
 2017: Richard T. du Moulin, President – Intrepid Shipping; Former Chairman – INTERTANKO
 2018: Peter Evensen, Former President & CEO – Teekay Corporation

**CAPITAL LINK GREEK SHIPPING LEADERSHIP AWARD – ATHENS** 

2013: Captain Panagiotis N. Tsakos, Founder – Tsakos Shipping & Trading

**2014:** Perikles Panagopoulos, Founder – Attica Group

2015: Lambros Varnavidis, Global Head of Shipping – Royal Bank of Scotland; Vice Chairman – Baltic Exchange
 2016: Andreas, George & Nicolas Tsavliris – Tsavliris Salvage Group

**2017:** Professor Costas Th. Grammenos, Chairman – Costas Grammenos Centre for Shipping, Trade & Finance; Cass Business School

**2018:** Panos Laskaridis, President – European Community Shipowners Associations; CEO – Lavinia

Corporation/Laskaridis Shipping Company Ltd. & Athanasios Laskaridis, Chairman & CEO – Lavinia Corporation, Lavinia Enterprises Limited and Laskaridis Shipping Company Ltd.



## **CAPITAL LINK CHINA SHIPPING LEADERSHIP AWARD – SHANGHAI**

2016: Yang Xian Xiang, CEO – SITC International Holdings
 2017: Zhang Ye, President – Shanghai Shipping Exchange
 2018: Captain Xie Chun Lin, Managing Director – China Merchants Energy Shipping Co., Ltd.







### CAPITAL LINK MARITIME CSR LEADERSHIP AWARD – LONDON/ATHENS

2013: Clay Maitland, Chairman – NAMEPA & Partner – Marshall Islands Registry
 2014: Efthimios Mitropoulos, Chairman Emeritus – International Maritime
 2015: Nikolas Tsakos, Chairman - INTERTANKO
 2016: Jeremy Penn, Chief Executive – The Baltic Exchange
 2017: John Platsidakis, Chairman – Intercargo; Managing Director – Anangel Maritime Services, Inc.











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Market Value Source: Bloomberg data as of 12/31/17



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A Posidonia Conference Program Event Monday, June 4, 2018 - Divani Caravel Hotel, Athens

8:00 AM – 8:45 AM	REGISTRATION AND COFFEE			
MORNING SESSIONS				
8:45 AM – 8:50 AM	Welcome Remarks	Mr. Nicolas Bornozis, President - Capital Link		
8:50 AM – 9:25 AM	Dry Bulk Shipping	<ul> <li>Moderator:</li> <li>Mr. James Johnston, Senior Analyst, Braemar ACM Shipbroking</li> <li>Panelists:</li> <li>Mr. John Dragnis, CEO – Goldenport Holdings Inc.</li> <li>Mr. John Michael Radziwill, CEO – Goodbulk</li> <li>Mr. Philippe Louis-Dreyfus, Chairman – Louis Dreyfus Armateurs S.A.S.; Former President - BIMCO</li> <li>Mr. Stamatis Tsantanis, CEO - Seanergy Maritime Holdings (NASDAQ:SHIP)</li> <li>Mr. Spyros Capralos, Chairman - Star Bulk Carriers (NASDAQ:SBLK)</li> </ul>		
9:25 AM – 10:00 AM	Container Shipping	<ul> <li>Moderator:</li> <li>Mr. Mark O'Neil, President &amp; CEO - Columbia Marlow</li> <li>Panelists:</li> <li>Mr. Nils Aden, CEO - E.R. Schiffahrt GmbH &amp; Cie. KG</li> <li>Mr. Aristides Pittas, CEO - Euroseas Ltd. (NASDAQ:ESEA)</li> <li>Mr. Ian Webber, CEO - Global Ship Lease, Inc.</li> <li>Mr. George Youroukos, CEO - Poseidon Containers</li> <li>Mr. Ted Petrone - Navios Group of Companies (NYSE:NMM)</li> </ul>		
10:00 AM – 10:45 AM	Bank Finance	<ul> <li>Moderator:</li> <li>Mr. Richard Brand, Partner - Cadwalader, Wickersham &amp; Taft</li> <li>Panelists:</li> <li>Mr. Harris Antoniou, CEO – Amsterdam Trade Bank N.V.</li> <li>Mr. Joep Gorgels, Global Head Transportation &amp; Logistics Clients - ABN AMRO</li> <li>Mr. Michael Parker, Global Industry Head for Shipping - Citi</li> <li>Mrs. Kristin H. Holth, Executive Vice President, Global Head of Ocean Industries – I Energy – Maritime – Seafood - DNB Bank ASA</li> <li>Mr. Christian P. Nieswandt, Managing Director, Global Head Shipping - HSH Nordbank</li> <li>Mr. Tobias Zehnter, Managing Director, Global Head Ship Finance – NORD/LB</li> </ul>		



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Monday, June 4, 2018 - Divani Caravel Hotel, Athens

10:45 AM – 11:20 AM	LNG / LPG Shipping	Moderator: Mr. Espen Landmark Fjermestad, Shipping Equity Research – Fearnley Securities
		<ul> <li>Panelists:</li> <li>Mr. Tony Lauritzen, CEO - Dynagas LNG Partners LP (NYSE: DLNG)</li> <li>Mr. Paul Wogan, CEO - GasLog Ltd. (NYSE: GLOG)</li> <li>Mr. Stavros Hatzigrigoris, CEO - Maran Gas Maritime Inc.</li> <li>Mr. Harry Vafias, CEO - StealthGas (NASDAQ:GASS)</li> </ul>
		<ul> <li>Mr. Christos Economou, Founder &amp; CEO – LNGShips, Oceanus, TMS Cardiff Gas</li> </ul>
11:20 AM – 12:00 PM	Tanker Shipping	<ul> <li>Moderator:</li> <li>Mr. Nick Brown, Marine &amp; Offshore Director - Lloyd's Register</li> <li>Panelists:</li> <li>Mr. Jerry Kalogiratos, CEO, Capital Product Partners (NASDAQ: CPLP)</li> <li>Mr. Vassilis Kertsikoff, Vice Chairman – Eletson Holdings</li> <li>Mr. Daniel Xu, Shipping – Tanker Sector – ICBC Leasing</li> <li>Mr. Eddie Valentis, CEO - Pyxis Tankers (NASDAQ: PXS)</li> <li>Mr. Robert Burke, Partner &amp; CEO - Ridgebury Tankers</li> <li>Mr. George Saroglou, COO - Tsakos Energy Navigation (NYSE: TNP)</li> </ul>
12:00 PM – 12:35 PM	Capital Markets, Private Equity & Alternative Finance	<ul> <li>Moderator:</li> <li>Mr. Panos Katsambas, Partner - Reed Smith</li> <li>Panelists:</li> <li>Mrs. Christa Volpicelli, Managing Director &amp; Head of Maritime Investment Banking – Citi</li> <li>Mr. Theodore Jadick, Managing Director, CEO and President – DNB Markets, Inc.</li> <li>Mr. Bill Guo, Executive Director, Shipping – ICBC Leasing</li> <li>Mr. Paulo Almeida, Portfolio Manager - Tufton Oceanic Ltd.</li> <li>Mr. Michael Weisz, President - YieldStreet</li> </ul>



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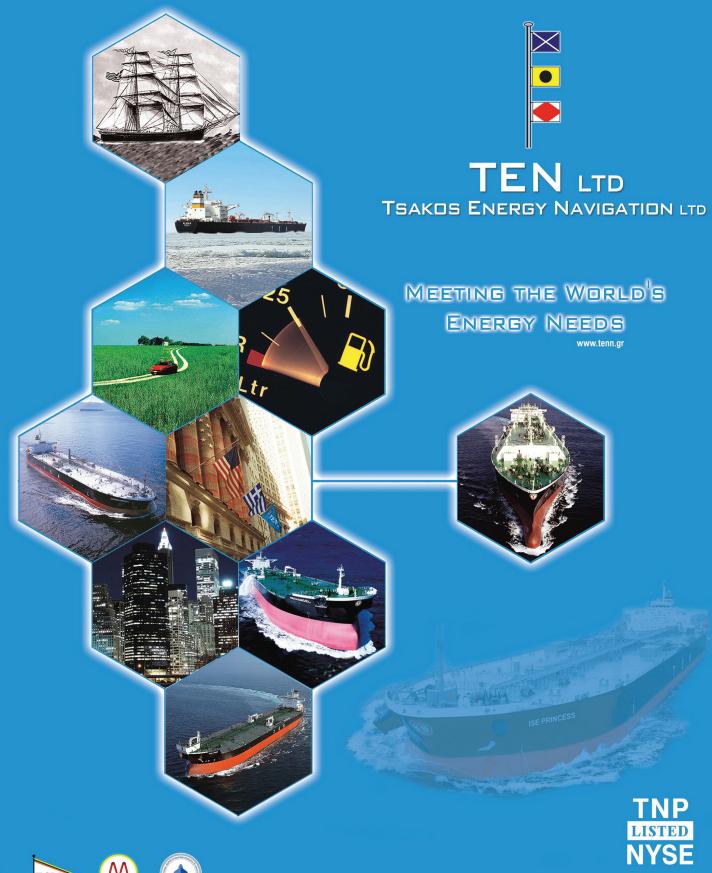




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	KEYNOTE ADDRESS		
12:35 PM – 12:55 PM	Introduced by: Mr. Efthimios E. Mitropoulos, IMO Secretary-General Emeritus; Chairman -"Maria Tsakos" Foundation Mr. Kitak Lim, Secretary General - International Maritime Organization		
	WIT: KILAK LIIT, J	Moderator:	
12:55 PM – 1:35 PM	Industry Challenges & The Road Map Ahead Geopolitical, Regulatory & Market Developments Affecting Shipping & The Industry's Response	<ul> <li>Moderator:</li> <li>Mr. Ioannis Chiotopoulos, Regional Manager South East Europe, Middle East &amp; Africa – DNV GL – Maritime</li> <li>Panelists: <ul> <li>Mr. Anastasios Papagiannopoulos, President – BIMCO; President, Common Progress Company Navigation</li> <li>Mr. Panos Laskaridis, President - European Community Shipowners Associations; CEO - Lavinia Corporation / Laskaridis Shipping Company Ltd.</li> <li>Mr. John Platsidakis, Chairman – Intercargo; Managing Director – Anangel Maritime Services, Inc.;</li> <li>Mr. Nikos Tsakos, Chairman – Intertanko; President &amp; CEO - Tsakos Energy Navigation (NYSE: TNP)</li> </ul> </li> </ul>	
1:35 PM – 2:25 PM	The Future of Shipping – Risks & Opportunities A high-level discussion by leading shipowners on the evolution of the shipping industry, the main industry drivers, opportunities and challenges for the shipping industry across the board. Shipping markets outlook, energy and commodity flows, investment opportunities, access to capital, the impact of technology, operational and regulatory challenges and more.	<ul> <li>Moderator:</li> <li>Mrs. Sofia Kalomenides, Partner, Central &amp; Southeast Europe Accounts, Capital Markets Leader – EY</li> <li>Panelists: <ul> <li>Mr. Evangelos Marinakis, Chairman - Capital Maritime &amp; Trading Corp.</li> <li>Mr. George Economou, Founder &amp; CEO – DryShips; Chairman – Ocean Rig (NASDAQ: DRYS, ORIG)</li> <li>Mr. George Prokopiou, Chairman - Dynagas LNG Partners</li> <li>Mr. Nicolas Busch, CEO, Navig8 Group</li> <li>Mr. Petros Pappas, CEO, Star Bulk Carriers Corp. (NASDAQ: SBLK)</li> </ul> </li> </ul>	
2:25 PM – 3:30 PM	NETWORKING LUNCH Sponsored by the Bermuda Business Development Agency BDA		

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# Capital Link Forums

# 2018 Calendar



#### 9 th Annual Capital Link Greek Shipping Forum "Opportunities & Challenges" Thursday, February 8, 2018 Divani Caravel Hotel - Athens, Greece

Greek shipping remains important to the maritime economy, constituting approximately 20% of the world's shipping fleet. This event will not only cover the latest developments and trends in international trade, dry bulk commodities, and the energy markets – framed against the broader backdrop of the global economy – but also review various funding alternatives for raising capital among listed and private shipping companies.



2 nd Annual Capital Link Cyprus Shipping Forum Wednesday, February 14, 2018 Columbia Plaza - Limassol, Cyprus



This event provides investors with a comprehensive review of various shipping markets to investment communities in Cyprus.. It aims to provide investors with a comprehensive review and current outlook of the various shipping, marine services and offshore markets and in addition, cover topics of critical interest to shipping industry participants, financers and investors.



The twelfth installment of the Invest in International Shipping Forums is investor-focused event allows a platform for high-level executives and shipping companies to share and examine the shipping markets in light of annual results. Institutional investors and analysts, financial advisors, bankers, financial media, and other qualified investors will be in attendance.

### 3 rd Annual Capital Link International Shipping Forum China Friday, April 20, 2018 Grand Kempinski Hotel Shanghai, China

This event, organized in Partnership with Columbia Shipmanagement and Singhai Marine Services provides investors with a comprehensive review of various shipping markets to investment communities in China and throughout Asia. It aims to provide investors with a comprehensive review and current outlook of the various shipping, marine services and offshore markets and in addition, cover topics of critical interest to shipping industry participants, financers and investors.



This event will be organized in Partnership with Columbia Shipmanagement and Singhai Marine Services. It will discuss the regulatory, geopolitical and industry trends affecting shipping. It will provide a comprehensive review and current outlook of the shipping, financial and capital markets, as well as issues related to shipmanagement, the environment, innovation, and cybersecurity. The Forum will also highlight the role of Singapore and Asia for the global shipping industry.



This annual event, playing host to 1,000 attendees every year, will not only address the benefits and challenges associated with using closed-end funds (CEFs) and ETFs, but will also present a networking platform for financial advisors, financial planners, institutional investors, fund and asset managers, analysts, other wealth management professionals, and major financial media.



This bi-annual event brings together public and private shipping company executives, investors, analysts, financiers, and other industry participants who are visiting Athens for the biannual Posidonia event from all over the world. The Forum will feature sector roundtable discussions dedicated to the dry bulk, tanker, container, LNG, and offshore sectors.



8 th Annual Capital Link CSR Forum "INVESTING IN GROWTH -THE NEW FACE OF CSR" Thursday, June 28, 2018 - Divani Caravel Hotel, Athens

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Capital Link continues to support the sustainable development in Greece by promoting and presenting both initiatives from the business side, as well as the activities and needs of NGOs. The conference will present programs and initiatives that foster entrepreneurship and innovation. It aims to present entrepreneurs with a practical guide as to how they can get financing and other types of support for their business plans. It gives them access to initiatives, programs and contacts that can help them in this direction. The Forum combines two sides.



th Annual Capital Link Shipping and Marine Services Forum Tuesday, September 25, 2018 One Moorgate Place, London, UK In cooperation with the LSE, this event provides investors with a comprehensive review of various shipping markets to investment communities in the UK and throughout Europe. Shipowners, shipping executives, institutional investors, research analysts, industry experts, commercial and investment bankers, risk advisors, private equity and venture capital firms, high-net worth investors, and financial media attend this London forum every year.



nd Annual Capital Link Invest in Cyprus Forum This is an international Forum on Cyprus aiming to raise awareness of Cyprus as a business and investment destination to a wider audience of US investors. The Forum will cover topics on banking, financial services, energy, shipping, transportation and logistics, tourism and information technology.

10 th Annual Capital Link New York Maritime Forum Tuesday, October 9, 2018 The Metropolitan Club Ne



New York – The Capital for Shipping

The New York Maritime Forum (NYMF) is both an investment and an industry conference with a double objective which is to provide an interactive platform for investors, financiers, cargo owners and shipowners to discuss the latest developments in the global shipping and commodity markets and to showcase and promote the role of New York as a hub for the global maritime community and attract more business to New York targeting a global industry audience.



th Annual Capital Link Operating Excellence in Shipping Forum Best Industry Practices – A Competitive Advantage Tuesday, October 23, 2018 - Divani Caravel Hotel, Athens This Forum discussed Best Industry Practices across all areas of operations such as human resources, environment, fleet operations, technology and innovation, safety and security, corporate governance and more. The Forum explores how implementation of Best Practices translates into financial, operational and commercial competitive advantages.





U.S. and Greek businesses and investment communities will discuss the latest trends in the capital and stock markets while covering topics ranging from shipping, information technology, energy, banking, and finance to telecommunications and real estate. This event receives annual support from the NYSE.

<u>New York – London – Athens – Oslo – Shanghai – Singapore</u> <u>www.capitallink.com</u> - <u>www.capitallinkforum.com</u>

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**Intercontinental Exchange (NYSE:ICE)** is a Fortune 500 company that operates a leading network of global futures, equity and equity options exchanges, as well as global clearing and data services across financial and commodity markets. The New York Stock Exchange is the world leader in capital raising, listings and equities trading.

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To learn more, visit www.nyse.com and www.intercontinentalexchange.com





**Tsakos Energy Navigation Ltd. (TEN)** is one of the largest independent transporters of energy in the world controlling a versatile fleet of modern crude and product tankers with strong ice-class capabilities and liquefied natural gas ("LNG") vessels. TEN has established a reputation as an experienced and efficient operator of well-maintained tankers and has proactively met customers energy transportation requirements globally.

TEN's fleet consists of 64 double-hull vessels, constituting a mix of crude tankers, product tankers and LNG carriers, totaling 6.9 million dwt. Of these, 46 vessels trade in crude, 13 in products, three are shuttle tankers and two are LNG carriers.

TEN Limited is incorporated in Bermuda, managed out of Athens Greece, and listed in the New York Stock Exchange (NYSE) under the symbol TNP, and in the Bermuda Stock Exchange (BSX) under the symbol TEN. In addition, Tsakos Energy Navigation Ltd., Series B Cumulative Redeemable Perpetual Preferred shares trade on NYSE under the symbol TNPPRB, its Series C Cumulative Redeemable Perpetual Preferred Shares trade on NYSE under the symbol TNPPRC, its Series D Cumulative Perpetual Preferred Shares trade on NYSE under the symbol TNPPRC, its Series D Perpetual Preferred Shares trade on NYSE under the symbol TNPPRD and its Series E Cumulative Redeemable Perpetual Preferred Shares trade on NYSE under the symbol TNPPRD and its Series E Cumulative Redeemable Perpetual Preferred Shares trade on NYSE under the symbol TNPPRD and its Series E Cumulative Redeemable Perpetual Preferred Shares trade on NYSE under the symbol TNPPRD and its Series E Cumulative Redeemable Perpetual Preferred Shares trade on NYSE under the symbol TNPPRD and its Series E Cumulative Redeemable Perpetual Preferred Shares trade on NYSE under the symbol TNPPRD and its Series E Cumulative Redeemable Perpetual Preferred Shares trade on NYSE under the symbol TNPPRD.

For more information about TEN please visit the Company website at www.tenn.gr



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# Clay Maitland



**Columbia Shipmanagement (CSM)** was established in Limassol, Cyprus, in 1978. With over three decades of experience in managing all types of vessels, CSM has become a leading force in its field. With more than 380 vessels under full and crew management, Columbia is today one of the largest independent ship managers world-wide.

Columbia's core ship management offices are located in Cyprus, Germany, Singapore and China, while in Greece Columbia has teamed up with Tsakos group for the creation of Tsakos Columbia Shipmanagement (TCM).

Through its strategic network of owned crewing agencies located in Europe, Russia and Asia, Columbia has direct access to highly qualified and experienced sea-going personnel. Our 14,500+ employees, on land and at sea, form the foundation upon which we have built our range of services from technical, crew and commercial management, to new building supervision, consulting and cruise vessel services.

Columbia is committed to providing its customers with competent, safe and environmentally sound and cost efficient services meeting best industry standards. At Columbia we believe in establishing firm long-term relationships with our clients, partners, and employees, treating each individual with proper respect and dignity.

Columbia Shipmanagement is committed to deliver quality services of the highest level ensuring that clients of Columbia enjoy the finest ship management services of a trusted partner.



Driven by our purpose of safeguarding life, property and the environment, **DNV GL** enables organizations to advance the safety and sustainability of their business. We provide classification, technical assurance, software and independent expert advisory services to the maritime, oil & gas and energy industries. We also provide certification services to customers across a wide range of industries.

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Tototheo Maritime is one of the few providers with Inmarsat Tier1 and GX-Super VAR capacity worldwide. Coupled with its commitment to offering advanced, continuous (24/7) support and services, Tototheo Maritime is a firm believer in ethical business practices, making the company a trusted long-term partner for many clients. Tototheo Maritime is a reputable company with exceptional support for company and ship.





**ABN AMRO** serves retail, private and corporate banking clients with a primary focus on the Netherlands and with selective operations internationally. In the Netherlands, clients are offered a comprehensive and full range of products and services through omni-channel distribution including advanced mobile application and internet banking. Internationally, we are active in areas in which we have substantial expertise.



Leading financial group

**DNB** is Norway's largest financial services group and one of the largest in the Nordic region in terms of market capitalisation.

The Group offers a full range of financial services, including loans, savings, advisory services, insurance and pension products for retail and corporate customers.

DNB's bank branches in Norway, in-store postal and banking

outlets, Post office counters, Internet banking, mobile services and international offices ensure that we are present where our customers are.

We are a major operator in a number of industries, for which we also have a Nordic or international strategy. DNB is one of the world's leading shipping banks and has a strong position in the energy sector, and the fisheries and seafood industry.

DNB's international activities are based on our extensive experience in the strategic priority areas of shipping, energy and seafood.

# M Fearnley Securities

### The Astrup Fearnley Group & Fearnley Securities.

### **Astrup Fearnley:**

The Astrup Fearnley Group dates back to 1869 when its founder, Mr. Thomas Fearnley, established a shipbroking business in Oslo, Norway. Today, almost 150 years later, the Group is a leading, independent and global provider of brokerage, research, financial and advisory services to investors and companies involved in maritime industries such as shipping and offshore.

#### **Fearnley Securities:**

Fearnley Securities was established in 1987. The firm remains close to the Group's heritage and core businesses, hence focusing exclusively on maritime industries such as shipping, offshore and energy. From our offices in Oslo and New York we provide a full range of brokerage and investment banking services for our domestic and global clients.



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**Reed Smith** is a global relationship law firm with more than 1,700 lawyers in 27 offices throughout the United States, Europe, Asia and the Middle East. Founded in 1877, the firm represents leading international businesses, from Fortune 100 corporations to mid-market and emerging enterprises.



**Watson Farley & Williams** is a leading international law firm dedicated to client care, industry focus and investment in its people. Working from 14 offices in 11 countries in major financial centres globally, the firm's skilled legal experts deliver valued advice on a wide range of corporate and finance transactions and disputes. Watson Farley & Williams' maritime and ship finance legal practice is one of the largest in the world, with over 150 specialist maritime lawyers in offices spanning the US, Europe and Asia. We were the first international law firm to establish an office in Greece, and since 1984 we have been providing innovative, cross border solutions in the full range of maritime-related matters.

Our international maritime practice combines our equity and debt capital markets experience with our deep sector knowledge, providing exceptional client service delivered by teams with both the industry and technical knowledge our clients and their transactions require.

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Amsterdam Trade Bank N.V. (ATB) is a fully licensed specialised financial institution focused on the entire spectrum of commodity finance (covering softs, metals and energy), as well as shipping and asset-based financing. We serve a wide range of customers active across all aspects of international trade, including commodity traders and producers, processors and manufacturers, and ship owners and companies otherwise involved in the global logistics chain. Additionally, we offer consumer savings and deposit products in the Netherlands, Germany and Austria. We are located in Amsterdam, the Netherlands, historically one of the world's most important financial, commodity, maritime and technology hubs. We are ideally positioned to find solutions to the challenges our customers face in today's rapidly changing world, and to offer a distinct set of products and solutions to customers who require structured trade, transactional and/or asset financing. For more details about ATB visit our website www.amsterdamtradebank.com

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**Braemar** is a leading international provider of knowledge and skill-based services to the shipping, marine, energy, offshore and insurance industries. The Group comprises four operating divisions, Shipbroking, Financial, Technical and Logistics. These work together to offer a unique combination of skills for clients, at anytime, anywhere in the world.

Braemar ACM is one of the largest chartering and S&P shipbroking companies in the world. Braemar ACM was formed under its most recent name via the 2014 merger of Braemar Seascope and ACM Shipping. With offices in 12 key shipping geographies worldwide, covering chartering, S&P, operations and market research across all the major commercial shipping sectors, Braemar ACM can deliver a comprehensive shipbroking service in any location and at any time.



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**Cadwalader, Wickersham & Taft LLP**, established in 1792, serves a diverse client base, including many of the world's leading financial institutions and corporations in more than 50 countries. With offices in the U.S. and Europe, Cadwalader offers legal expertise in antitrust, banking, corporate finance, corporate governance, energy, environmental, executive compensation, financial restructuring, fund finance, health care, intellectual property, litigation, mergers and acquisitions, private equity, private wealth, real estate, regulation, securitization, structured finance, tax and white collar defense.



**HSH Nordbank** is a commercial bank for medium-sized corporate customers. Providing product know-how and experience makes the bank a competent partner for entrepreneurs within its Northern-German home region and beyond. The bank is also a leading commercial real estate lender in Germany. HSH Nordbank is a strong partner in the classic corporate clients business as well as in Europe-wide project financing. Furthermore, the bank enjoys an established position as a partner for the global maritime industry. HSH Nordbank AG has dual headquarters in Hamburg and Kiel and international representatives for example in Athens, Hong Kong and Singapore.



**Lloyd's Register (LR)** is a global engineering, technical and business services organisation wholly owned by the Lloyd's Register Foundation, a UK charity dedicated to research and education in science and engineering. Founded in 1760 as a marine classification society, LR now operates across many industry sectors, with some 8,000 employees in 78 countries.

LR is a leading international provider of classification, compliance and consultancy services to the marine and offshore industry, helping our clients design, construct and operate their assets to the highest levels of safety and performance whilst having a long-standing reputation for integrity, impartiality and technical excellence.



**The Navig8 Group** is a fully integrated provider of maritime services, and the world's largest independent pool and

commercial management company. Navig8 operates 13 vessel pools spanning 4 industry segments and manages over 200 vessels (including commitments) on behalf of a diverse pool member base comprising over 40 shipowners from 20 countries.

Navig8 has built, and maintains, a vast network of charterer relationships, driven by proximity to customers and regional markets through a global network of 17 offices, employing over 370 staff. Its established track record of high-quality service provision is founded on a deep knowledge of global commodity flows, which is derived both through information gained from the managed fleet and a highly-regarded inhouse research team.

In addition to its core commercial management platform, Navig8 provides technical management, newbuilding construction supervision, bunker trading and brokerage, corporate administration and asset management services.



Headquartered in Westport, CT, **Ridgebury Tankers** is a privately-held company owned by management and Riverstone, a New York-based private equity firm with extensive investments in the energy industry.

Formed in 2013, we are a dynamic and resourceful shipping company with a growing fleet. We currently own and operate 20 high-quality crude and refined-product tankers.

Ridgebury is led by Founder and CEO Robert Burke, who has been involved in the shipping industry for over 30 years. Mr. Burke's extensive and successful shipping experience includes operations, chartering, finance, ownership and management across several shipping sectors. He is joined by an experienced, motivated management team with strong capabilities in all aspects of shipping, structured finance and investment management.

Ridgebury has partnered with world-class pool operators and ship managers for maximum performance, safety, efficiency and compliance. We have a clean, transparent structure without related-party transactions or conflicts of interest, and are committed to transparent, honest and ethical conduct throughout our organization.



**Seanergy Maritime Holdings Corp.** is an international shipping company that provides marine dry bulk transportation services through the ownership and operation of dry bulk vessels. The Company currently owns a modern fleet of eleven dry bulk carriers, consisting of nine Capesizes



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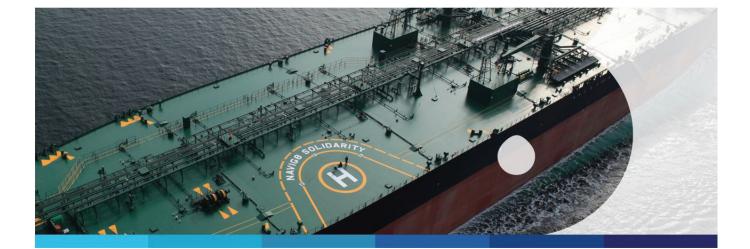
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Navig8 Group is the market leading provider of integrated maritime management services, providing customer-focused solutions across the value chain.



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and two Supramaxes, with a combined cargo-carrying capacity of approximately 1,682,582 dwt and an average fleet age of about 8.9 years.

The Company is incorporated in the Marshall Islands with executive offices in Athens, Greece and an office in Hong Kong. The Company's common shares and class A warrants trade on the Nasdaq Capital Market under the symbols "SHIP" and "SHIPW", respectively.

 $\label{eq:please} Please visit the Company's website at: www.seanergymaritime. \\ com$ 

Tufton Oceanic has offices in London, Isle of Man, Dubai and Cyprus. Tufton Oceanic Limited is authorized and regulated by the Financial Conduct Authority. Oceanic Investment Management Limited is licensed by the Isle of Man Financial Services Authority to conduct Investment Business. Marine Services (IOM) Limited is licensed by the Isle of Man Financial Services Authority as a Corporate Service Provider and Tufton Oceanic (Middle East) Limited is regulated by the Dubai Financial Services Authority.



**YieldStreet** is changing the way wealth is created, providing individual investors access to asset-based investments historically only available to hedge funds and private equity firms. YieldStreet partners with originators on highly structured investment opportunities that are all backed by collateral, with target yields of 8-20%. Over \$330 million has been invested on YieldStreet since inception. YieldStreet is the only fintech platform that offers multiple asset classes such as litigation, real estate and marine finance.

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The **BDA** is an autonomous unit that provides the primary point of contact for those looking to invest, set up companies or register their vessels in Bermuda. A world-class centre for re/insurance, trusts, family offices, funds and financial services, the island is a vibrant shipping and superyacht hub and its prestigious ship registry is a Category 1 member of the Red Ensign Group. Bermuda's proximity to North America and Europe makes it an ideal location for serving global markets; other advantages that set the island apart include its highly-respected corporate regulation, worldclass industry talent, and sophisticated infrastructure. The BDA's Concierge service connects prospective business to industry professionals, regulatory officials, and key contacts in the Bermuda government to facilitate domicile decisions. To learn more about Bermuda as a top-tier financial centre or connect with a BDA representative, go to bda.bm.

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Our digital platform allows borrowers to present their proposals using industry standard tools, online. For the investors, the online platform, gives the opportunity to invest in deals which are well structured, and risk assessed, while offering great returns at low cost. All investments are secured by first priority mortgage and assignments of earnings & insurance using standard documentation and processes.



**Tufton Oceanic** is a leading fund manager for the Maritime

and Energy industries, managing USD 1.35bn in private and

liquid strategies for professional investors.









1 1 dry bulk vessels

1.7 million dwt

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The platform performs industry standard KYC, credit checks and advanced analytics on the project. The robust financing model, factors in the aspects of volatility in shipping and creates an appropriate structure with the least probability of default. The policy of 'one project-one vessel', with maximum 50%\* leverage for a term no more than 5 years, is built into the algorithm.

Our core values of transparency & prudent risk management are embedded in our operating philosophy, which benefits both the investor and borrower alike.

### Who We Are

Under the leadership of Mr. Dagfinn Lunde, the platform is put together by a team of highly experienced shipping, finance and technology experts, whose mission is to disrupt and improve the way traditional ship acquisitions are financed. The executive leadership team and co-founders are Dagfinn Lunde, Chairman; Tarun Gulati, CEO; Marina Tzoutzouraki, CFO; Murali Ramaswami, CDO; Aparna Gulati, CMO; Carsten Peitzsch, CTO; and Gianmario Zullo, CIO.



US Taxation of International Shipping

**Flott & Co. PC** is a recognized expert in US taxation of international transportation, particularly as it affects foreign shipping companies operating vessels that call to lift or discharge cargo at US ports.

Our principal, Stephen Flott, has been involved in assisting international shipping companies since the Tax Reform Act of 1986 changed US taxation of international shipping. Indeed, when tax returns were due for the 1987 tax year, the first year in which the new rules applied, Stephen worked with the IRS to develop exemption language for US tax returns.

Flott & Co. PC monitors developments in the US shipping tax and assists foreign shipping companies with their US compliance obligations. Since 1988, the firms has advised P&I Clubs, BIMCO, INTERTAKO, the Greek Shipping Cooperation Committee, the Union of Greek Shipowners, individual shipowners and shipping investors on the application of the tax and the exemptions.

Flott & Co. PC's knowledge and experience in the US taxation of international shipping ensure our clients understand the application of the US tax rules to their circumstances and that they meet their US tax compliance obligations in a timely and cost-efficient manner. For more information please visit our website: www.flottco.com.

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# **SPEAKER BIOS**



### **KEYNOTE SPEAKER**

**Kitack Lim (Republic of Korea - RoK)** Secretary-General International Maritime Organization (IMO)

Mr. Lim graduated in nautical studies and was a seafarer before joining the maritime administration of RoK. He represented RoK at IMO meetings and was posted to the country's London embassy as Alternate Permanent Representative to IMO. From 2011, Mr. Lim was Director General for Maritime Safety Bureau, Ministry of Land, Transport and Maritime Affairs; Commissioner, Korean Maritime Safety Tribunal; and from July 2012 he was President, Busan Port Authority, until taking up his appointment as IMO Secretary-General in January 2016. Mr Lim holds master's degrees from Yonsei University and the World Maritime University.



#### Nils Aden Chief Executive Officer (CEO) E.R. Schiffahrt

As chief executive officer of E.R. Schiffahrt, Nils Aden is responsible for the group's ship management

activities.

After studying business economics at the Wirtschaftsakademie Hamburg (WHA) and the Nordakademie, Nils Aden began his career in the Vereins- und Westbank AG in Hamburg, Germany. In 2001, he then transferred to Harren & Partner, a shipping company in Bremen, Germany. In 2004, Nils Aden joined the company group of Hamburg entrepreneur Erck Rickmers, where he has held various management positions e.g. in the business development department and as director customer relations. He was appointed to the management board of E.R. Schiffahrt in January 2013 and has served as CEO of E.R. Schiffahrt since February 2015. During recent years he has lead E.R. Schiffahrt's development towards becoming a recognized 3rd party ship management provider.

Effective 1 January 2018, E.R. Schiffahrt was acquired by Bremenbased Zeaborn Group with Nils Aden remaining CEO for the ship management activities.



Paulo Almeida Portfolio Manager Tufton

Paulo is Portfolio Manager for Tufton's private equity activities in funds and separate accounts

which total over \$1bn EUM. He is also responsible for managing Tufton's relationships with many investors and co-investors. He joined Tufton in early 2009 after nine years in investment banking and fund management at UBS and Macquarie. At Tufton, he was among the winners of the Marine Money 2013 M&A deal of the year for the transactions that created Hafnia Tankers. Shipping transactions he led at UBS received three IPO of the year awards from Marine Money and Jane's Transport Finance for 2005. Before business school, he spent four years in the shipping industry with the Skaarup Group. Paulo received his MSc in Finance from London Business School in 2000 and a BSc in Naval Architecture and Marine Engineering from Webb Institute in 1995. While at Webb, he had work experience as an apprentice shipfitter at Electric Boat, as an engine and deck cadet with Exxon Shipping and in structural engineering at Electric Boat and the Skaarup Group.



### Harris Antoniou CEO, Chairman of the Management Board Amsterdam Trade Bank N.V. (ATB)

Harris joined ATB in April 2016 as Chief Executive Officer and Chairman of the Management Board. Harris has held various executive and management

positions in leading Dutch institutions in the financial sector over the last 25 years. He started his career at ABN AMRO in 1992. After he joined Bank Mees & Hope in 1993 he held a range of senior management positions within MeesPierson and Fortis in various international locations. Harris returned to ABN AMRO in 2008 as managing director of Energy, Commodities and Transportation business, and a member of the Management Group. His latest position was Chief Executive Officer of AMCI - a private group that focusses in mining projects and operations, trading, transportation, and private equity investments.

Harris holds an MSc in Business Administration and Management from the University of Piraeus, Greece, and an MBA from Rotterdam School of Management (Erasmus University), the Netherlands. He also successfully completed the General Management Program of Harvard Business School.



Nicolas Bornozis President and CEO Capital Link, Inc.

Since 1996 Mr. Nicolas Bornozis is the founder,

President and CEO of Capital Link, Inc., an international investor relations and financial advisory group. It assists listed companies and capital markets related organizations to develop and maintain access to European and North American investors. Capital Link has offices in New York, London and Athens and is a leader in investor relations for listed shipping companies, U.S. Closed-End Funds and ETFs and international companies accessing the U.S. and European markets.

He also established and managed, Alexander Capital, L.P, a US broker-dealer firm, which developed brokerage and investment banking business in North America with the Greek, Egyptian and Russian markets. Sold the company at the end of 2003 to a group of US investors representing Russian interests. Between 1998 and 2002, he also established and managed Alexander Asset Management, Inc. which handled portfolios invested in the Greek and European equity markets.

Prior to Capital Link (1988-1995), he served as President and CEO of CCF International Finance Corp. (CCF IFC), the US broker/dealer subsidiary of Credit Commercial de France, now part of HSBC, and worked at the International Department of Bankers Trust Company in New York (1982-1984) and then at the Commercial Banking operation of CCF in New York (1985-1987) focusing on the financing of Wall Street firms and shipping.

He holds an MBA from Harvard Business School (1982) and a Law Degree from the University of Athens (1979), in Greece with specialization in commercial and corporate law and is a graduate of Athens College in Greece.

For a period of twelve years he was a Visiting Lecturer on International Banking and Finance at the City University Business School (Department for Shipping Trade and Finance) in London,

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# **SPEAKER BIOS**

United Kingdom. Also, he served as Chairman of the Investment Management Committee of the Harvard Business School Club in New York.



### **Richard M. Brand** Co-Chairman Cadwalader, Wickersham & Taft LLP

Richard Brand, co-chairman of the Corporate Group at Cadwalader, Wickersham & Taft LLP, is widely

recognized as a leading advisor to public companies, hedge funds, private equity firms and investment banks. His experience includes mergers and acquisitions, takeover preparedness and defense, shareholder activism and defense, general corporate advisory work and securities offerings. Mr. Brand has particular expertise in FCPA compliance in relation to the M&A due diligence process, and has extensive shipping industry knowledge, having served as primary outside U.S. counsel for Safe Bulkers.

Described by The American Lawyer as "a takeover and defense specialist" who is "no stranger to billion-dollar deals," Mr. Brand is recognized regularly for his M&A work by leading industry publications. He recently received a Rising Star of Corporate Governance Award from the Millstein Center for Global Markets and Corporate Ownership at Columbia Law School. He holds a B.A. from Princeton University and received his J.D., cum laude, from New York University.



### Nick Brown Marine & Offshore Director Lloyd's Register

Nick Brown joined Lloyd's Register (LR) in 1996. He worked as a ship surveyor in Bahrain, Dubai,

Finland and Germany and has extensive experience of ship repair and conversion projects. In 2004 he returned to London to work on the development of LR's award winning "Hull Integrity" service launched at Posidonia in 2006.

During 2005 Nick led LR's global tanker business at a time when IACS' Common Structural Rules (CSR) for Tankers were being finalised. Following the adoption of the CSRs in 2006, he moved to China, initially in a business development role as the shipbuilding market took off and new ship owners entered the industry. Subsequently, he was promoted to Area General Manager and Marine Manager for Greater China.

In October 2013, after seven years leading LR's activities in China, Nick was appointed Director for Business Development and Innovation - based at LR's Global Technology Centre (GTC) in Southampton. In July 2014, with LR's Marine business continuing to grow, he was appointed Marine Chief Operating Officer.

In January 2016 he was appointed Marine & Offshore Director, responsible for LR's entire marine and energy compliance businesses.

Nick's focus is on leading LR to meet the technical and commercial challenges facing the marine industry, providing the support, services and innovation needed to meet ever increasing safety, environmental and efficiency goals.

He is a graduate of Nottingham University, a Chartered Mechanical

Engineer and a Member of the Institute of Mechanical Engineers and the Institute of Marine Engineering, Science and Technology.



### **Robert (Bob) P. Burke** Partner & Chief Executive Officer Ridgebury Tankers

• CEO and founder of Westport CT based Ridgebury Tankers - 2013-Present. Ridgebury owns 20 oil

tankers ranging from 46,000 product tankers to 307,000 DWT VLCC's. Ridgebury Tankers is a private equity backed company owned by Riverstone Holdings and Ridgebury's Management.

• CEO of Chembulk Tankers- 2006-2007. Owner of 19 stainless chemical tankers. Acquired in a leveraged buyout by a small management team and AMA Capital Partners in 2006. The company was and sold to Indonesian buyers in 2007.

• Partner and founder of Great Circle Capital, a private equity fund with investments in shipping and logistics. Great Circle invested in port and infrastructure projects in the developing world.

• 1990-1998. Led shipping financing and investment activities as Managing Director of GE Capital Ship Finance Group.

• Received an MBA Columbia University in 1985

• US Merchant Marine Academy 1981 graduate, served as ship's officer for three years aboard tankers.

• Bob has been married to the former Lessley Davis since 1988. They have two children, Lindy 18 and John 15 and live in Ridgefield, CT.



#### Nicolas Busch Chief Executive Officer Navig8 Group

Mr. Busch began his career at Glencore in 2000, where he headed the freight derivatives desk.

In 2003, he left Glencore and co-founded FR8, a tanker freight trading company. Following the sale of his majority stake in FR8 in 2007, Mr. Busch co-founded Navig8 Group, where he is currently a director and CEO. Mr. Busch is currently a CEO and director of Navig8 Chemical Tankers, Inc., CEO and director of Navig8 Product Tankers, Inc. and director of Gener8 Maritime, Inc. Mr. Busch is based in the UK.



### Spyros I. Capralos CEO - Oceanbulk Containers Chairman - Star Bulk Carriers Corp.

Born in Athens in 1955, he studied Economics at the University of Athens and earned his Masters Degree in Business Administration from INSEAD in France (1979).

Apart from Greek, he speaks English, French and Italian fluently.

He is currently the CEO of Oceanbulk Container Carriers LLC, an owner and manager of container vessels, since January 2015. He is also Non Executive Chairman of the Board of the Nasdaq listed shipping company Star Bulk Carriers Corp., while he served as President and CEO of the same company from February 2011 until July 2014. Both shipping companies are majority owned by Oaktree Capital, a US private equity fund.

Non Executive Chairman of the Board of Euroclinic, a private hospital in Athens, as of 2011.





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From 2004 until 2010, Mr. Capralos served as Executive Chairman of the Athens Exchange and CEO of the Hellenic Exchanges Group. From 2008 to 2010 he also served as President of the Federation of European Securities Exchanges (FESE). From 2000 to 2004 he has held the positions of General Secretary for the Olympic Games and of the Executive Director and Deputy Chief Operating Officer of the Organizing Committee for the ATHENS 2004 Olympic Games.

He has been Executive Deputy Governor of the National Bank of Greece, (1991-1993), Managing Director of Epirus Co., (1994-1997), Managing Director of EFG Balkan Investments,( 1997-2000), following a ten year international banking career ( 1979-1988) with Bankers Trust Company in Paris, New York, Athens, Milan and London.



Ioannis Chiotopoulos Regional Manager South East Europe, Middle East & Africa DNV GL - Maritime

As of July 1st 2015 and after almost 15 years working in Korea and China, Ioannis Chiotopoulos returned to Greece in order to take the position as Regional Manager for Maritime Region East Med., Black & Caspian Seas which was expanded on January 2016 and renamed to Maritime Region South East Europe & Middle East and as of January 2018 to Maritime Region South East Europe, Middle East & Africa.

A marine engineer and naval architect by education, Ioannis Chiotopoulos joined DNVGL in 2000 after several years of work experience in Greek shipping companies.

He has held a variety of positions within the company, such as Fleet in Service and Newbuilding Surveyor, Site Manager, New-building Production Manager and District/Area Manager in Greece, Korea and China.



### John Dragnis Chief Executive Officer Goldenport Holdings Inc.

John started his career in Goldenport Group in 2001 as a Commercial Manager of its dry bulk and container fleet. He was appointed as Chief

Executive Officer of Goldenport Holdings Inc. in 2012. John also cofounded OceanGold Tankers Inc. in 2007, a product and chemical tankers specialist that focuses on LR2, LR1 and MR2 type vessels and he was actively involved in setting up and running Golden Yachts, a mega yachts construction, management and chartering business.

In 2016, he successfully managed to de-list and re-capitalize Goldenport Holdings Inc. which was absorbed by the Goldenport Group. Today, the Group operates a fleet of more than 38 oceangoing vessels and 8 mega-yachts. He holds a degree in Business Administration and a Master's degree in Shipping, Trade and Finance from CASS Business School, London.



### **Christos Economou** Founder & CEO LNGShips, Oceanus, TMS Cardiff Gas

Christos Economou is an active entrepreneur and investor. He is the founder of TMS Cardiff Gas Ltd. (est. 2011). a dedicated and well-rounded

manager of a nine-vessel fleet, consisting of five LNG and four LPG vessels participating in the midstream business of Gas Shipping transportation services. His involvement within the gas shipping sector dates back to 2010 through Oceanus LLC, a well – established owner of spot/short term focused LNG Shipping services of 160,000 cubic vessels; and most recently LNGShips a new venture in the LNG shipping industry focused on spot/short/long term charters for X carrier series vessels of 174,000 cubic vessels – where he is the Founder and CEO. Mr. Economou has financially advised the private side of his family business and other 3rd party businesses in his capacity as a consultant for deals worth a combination of more than 3billion USD. He is also an active investor/advisor in growth stage Venture Capital Firms from 2008 – 2018.

Mr. Economou has served as the Executive Vice President of Cardiff Marine Inc. between 2008 – 2012, at one time, an owner and manager of tanker and drybulk vessels and offshore drilling assets. Prior to joining Cardiff Marine Inc., he worked at Heidmar Inc., a pool operator for crude & clean oil transportation services based in Norwalk, CT as an associate of the Corporate Management, & junior Freight Trader and Charterer, while previously being an Analyst for Lazard Ltd. in New York, an advisory M&A firm. Christos Economou holds an MSc degree from MIT in Ocean Systems Management and a B.A. from Tufts majoring in Quantitative Economics and Entrepreneurship.



### George Economou Founder, Chairman and Chief Executive Officer

Dryships Inc.

George Economou has over 40 years of experience in the maritime industry and has served as Chairman

and Chief Executive Officer of Dryships Inc. since its incorporation in 2004. He successfully took the Company public in February 2005, on NASDAQ under the trading symbol: DRYS. Mr. Economou has overseen the Company's growth into one of the largest US listed drybulk company in fleet size and revenue and the third largest Panamax owner in the world. The Company subsequently invested in and developed Ocean Rig UDW Inc., an owner of drilling rigs and drillships involved in ultra deepwater drilling. Mr. Economou is the Chairman of Ocean Rig UDW Inc and served as Ocean Rig Chief Executive Officer from 2010 until 2017.

Mr. Economou is a member of ABS Council, Intertanko Hellenic Shipping Forum and Lloyds Register Hellenic Advisory Committees. Since 2010, he has been a member of the board of directors of Danaos Corporation. Mr. Economou is a graduate of the Massachusetts Institute of Technology and holds both a Bachelor of Science and a Master of Science degree in Naval Architecture and Marine Engineering and a Master of Science in Shipping and Shipbuilding Management.

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# **SPEAKER BIOS**



### **Espen Landmark Fjermestad** Shipping Equity Research Fearnley Securities

Espen Landmark Fjermestad joined Fearnley Securities in 2013 as an Equity analyst.

The Fearnely Shipping Team covers roughly 50 companies within Gas, Container, Dry Bulk and Tankers.

Mr. Fjermestad previously worked three years in Storebrand as an investment analyst, and holds a MSc in Finance from Copenhagen Business School.



#### Joep Gorgels Country Executive Norway / Head Energy & Transportation Scandinavia ABN AMRO Bank NV

Joep has the responsibility for ABN AMRO's Norwegian branch office in Oslo. He also has the responsibility for the Offshore, Oil & Gas Services and Shipping clients in Scandinavia.

Joep joined Fortis in 2000 as started working in the Telecoms and Media finance group after various job rotations within the bank.

Before that he worked for three years as a process engineer within Fluor (Daniel) in The Netherlands and the UK. In 2003 Joep joined the shipping desk of Fortis in Rotterdam and has worked there in various roles. Since 2012 he manages the ABN AMRO office in Oslo (32FTE) with a sizable portfolio (US\$ 4.5 bln) and clients (>70) responsible for Scandinavia.

Joep is a graduate from the Technical University of Delft in Chemical Engineering and completed the General Management Program at IMD in Lausanne, Switzerland in 2007, 2008 and 2012.



### **Bill Guo** Executive Director ICBC Leasing

Mr. Bill Guo joined in ICBC Leasing in 2013. He is now Executive Director of Shipping Business

Unit, mainly responsible for the leasing business of the container shipping related field and Dry Bulk business. Before working for ICBCL, he had been working for Maersk Group for over 10 years as the management positions in different countries, with the solid knowledge in container shipping business and financial knowledge.



### **Stavros Hatzigrigoris** Managing Director Maran Gas Maritime Inc.

Stavros Hatzigrigoris is the current Managing Director of Maran Gas Maritime Inc., a position which he has held since 2003. For the years 1992 to

2012 he held the position of Managing Director of Maran Tankers Management Inc. Stavros joined Anangel Shipping Enterprises S.A. in 1981 as a Superintendent Engineer.

He holds a B.Sc. degree in Naval Architecture and Ocean Engineering from University College London, a M.Sc. degree in Marine Engineering from the National Technical University of Athens and has studied Management of Ship Operations in the University of Strathclyde. He is a Fellow of the Institute of Marine Engineers and has served as one of the SNAME International Vice Presidents. He is a member of the ABS Technical Committee, the Chairman of the DNV-GL Technical Committee and a member of the Greek Technical Committees of LRS, KR and CCS.



### Kristin H. Holth EVP & Global Head of Ocean Industries DNB BANK ASA

Kristin H. Holth is Global Head of Ocean Industries in DNB - Norway's largest financial services

group and a global leading financial institution within the Ocean Industries.

Ocean Industries includes DNB's activity within Seafood, Shipping and Oil related industries.

Kristin H. Holth has held numerous management positions within DNB over the years. The latest before current being Global Head of Shipping, Offshore & Logistics for 4 years and General Manager & Head of DNB Americas for 6 years.

Holth is member of the International Advisory Board at BI, Norwegian Business School, and member of Ocean Industry Forum Board, Oslo.



### **Theodore S. Jadick, Jr.** President and CEO DNB Markets, Inc.

Ted Jadick is currently the President and CEO of DNB Markets, Inc., a fully registered broker dealer

in the U.S. and a wholly owned subsidiary of DNB Bank ASA, Oslo, Norway. Ted has held this position for the past 5  $\frac{1}{2}$  years.

DNB Markets, Inc. provides a full range of investment banking and securities sales and trading products and services to corporate clients within the Shipping, Oilfield Service and integrated Energy sectors and to major U.S. and Canadian institutional investors. The firm is headquartered in New York, NY and maintains branch offices in Houston and London.

Prior to his current role, Ted spent 20 years as a shipping finance banker in DNB Bank's Shipping, Offshore & Logistics Division including stints in New York, Athens, Oslo and London. His last role in the Bank prior to joining the broker dealer was that of head of all international shipping finance activities based in London.



### **Peder Nicolai Jarlsby** Shipping Equity Research Fearnley Securities

Peder Nicolai Jarlsby joined Fearnley Securities in 2016 as an Equity analyst.

The Fearnley Shipping Team covers roughly 50 companies within Gas, Container, Dry Bulk and Tankers.

Mr. Jarlsby previously worked one year in Sparebank 1 Markets as an equity analyst, and holds a MSc in Finance from Warwick Business School.

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# **SPEAKER BIOS**



### James Johnston Senior Analyst Braemar ACM Shipbroking

James joined Braemar ACM in early 2016 as their lead Dry Bulk analyst in London. As well as a breadth of knowledge across the dry market, he

brings first hand commercial insight having worked for many years in chartering and commodities trading roles.

After graduating from Oxford University James started his career at Clarksons before moving on to spend a decade at BHP Billiton in the Hague and Singapore. Working initially as a freight market analyst before moving into the Panamax and then Capesize chartering teams, he had a particular focus on the iron ore supply chain and market. In January 2014 he joined BHP's coal trading team with responsibility for sales of Australian and South African thermal and coking coals into Asia. Upon returning to London in 2016 he joined Braemar ACM in his current position.



### Jerry Kalogiratos Chief Executive Officer Capital Product Partners L.P.

Mr. Jerry Kalogiratos currently serves as Chief Executive Officer and Director of Capital Product

Partners L.P ('CPLP'). Mr Kalogiratos was part of the team that completed the IPO of CPLP in 2007. He has previously served as Chief Financial Officer and Chief Operating Officer of the Partnership. Mr. Kalogiratos has also served as Chief Financial Officer and director of NYSE listed Crude Carriers Corp before its merger with the Partnership in September 2011. He has over 15 years of experience in the shipping and finance industries, specializing in vessel acquisition and projects and shipping finance Mr. Kalogiratos holds an Executive Finance degree from the London Business School, an MA in 'European Economics and Politics' from the Humboldt University in Berlin and a B.A. degree in 'Politics, Philosophy and Economics' from the University of Oxford in the United Kingdom.



EY

Sofia Kalomenides Central and Southeast Europe Capital Markets Leader Partner

Sofia the CSE Capital Markets Leader / Partner within EY. She has over 29 years of experience in audit services.

She is a Certified Public Accountant in the State of New York and member of the Institute of Certified Auditors-Accountants in Greece. Sofia has been working with other regional offices as US GAAP expert and is the Capital Markets Leader for CSE.

Sofia has a Bachelor of Science in Accounting and International Business from New York University and a MBA in International Finance from Baruch College.

#### Professional Experience:

- Lead Audit Partner for listed companies on the NASDAQ and NYSE, preparing financial statements under US GAAP.

- Extensive experience in auditing multinational group of companies

preparing financial statements under IFRS.

- Subject matter resource for EY offices in Central and Southeast Europe on capital markets cross border transactions both public offerings (including NYSE, NASDAQ and AIM) and private placements.

- Led the EY Southeast Europe Internal Audit service line, organized and trained internal audit divisions for a number of Greek and foreign companies.

- She has wide experience in executing external audits, both in the U.S. and in Greece, her industry expertise including, inter alia, shipping, construction, cement, oil, telecommunications, publications and real estate.

Skills:

- Auditing Greek and US Listed Companies, including conversions to IFRS and US GAAP.

- Leading and advising on initial public offering transactions in Greece and the US.



### Panos Katsambas Partner Reed Smith

Panos had a diverse practice advising U.S. and European-based clients in the entire lifecycle of alternative investment vehicles, including with respect to the establishment of new hedge funds and private equity funds, the structuring, negotiation and execution of underlying investments, corporate governance matters, strategic advice concerning relationships with investors, counterparties, and/or regulators, and the restructuring or liquidation of alternative investment vehicles or related investments.

Panos has been at the forefront of investments by private equity and hedge fund clients in the shipping industry, having advised alternative investors in high profile transactions involving joint ventures with shipping groups, acquiring non-performing shipping loan portfolios from financial institutions and other type of investments concerning private placements, restructurings and debt-related instruments.



### Vassilis E. Kertsikoff Vice Chairman Eletson Holdings

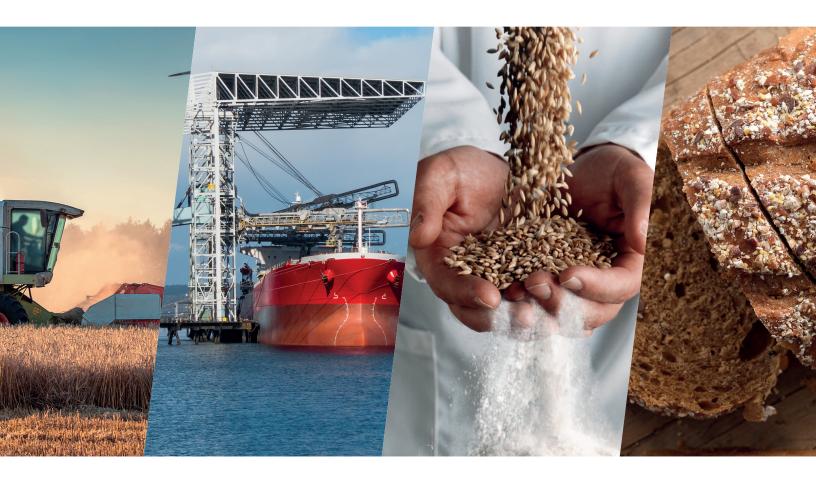
Vassilis E. Kertsikoff is Vice Chairman of familyowned Eletson which he joined in 1991 and the Chairman & CEO of Eletson Gas, a joint venture

between Eletson & the Blackstone Group. He previously served as the CFO of Eletson where he was instrumental, among others, in raising debt facilities from various international sources, including the first ever high-yield bond by a European issuer in the US market.

Mr Kertsikoff's background is international corporate finance, fund management and shipping. He also holds a directorship in various corporate and real estate entities.

Vassilis E. Kertsikoff holds a Bachelor of Arts degree in International Relations from Princeton University and a Master of Business Administration in Finance from New York University.

# MOVING YOUR BUSINESS FORWARD







Panos C. Laskaridis Chief Executive Officer Lavinia Corporation/Laskaridis Shipping Company Ltd. President - European Community Shipowners Associations

Panos Laskaridis was born in 1947 and has established Laskaridis Shipping Co.Ltd. in 1977 and Lavinia Corporation in 1978 which developed into a vertically integrated Shipping Group controlling a large Reefer, Bulker, Fish Factory and Tanker Fleet, two shipyards in Spain, fishing and fish trading activities, various agencies, shipbroking and shipoperating companies in Europe, the Far East, South America and the USA along with various other shipping related business. He oversees the day to day business of the Group which employs some 3500 people. He has over 40 years experience in shipping and has been involved variously in other Group related business in Leisure, Gaming and Real Estate. He holds a Mechanical Engineering Degree from Braunschweig University in Germany, a Master's Degree in Mechanical Engineering from Kings College and a Master's Degree in Naval Architecture from University College in London.

He was Chairman of the UK FD+D Club, is since 12 years a member of the Board of the Union of Greek Shipowners, President (as of 1/1/2018) of ECSA (European Community Shipowners Associations), a Member of the Committees of all major Clasification Societies in Greece, a Member of several Learned Societies, a Member of the Royal Corps of Naval Constructors, a Chartered Engineer and a Fellow of RINA, IMechE and SNAME.



#### **Tony Lauritzen** Chief Executive Officer Dynagas LNG Partners

Mr. Tony Lauritzen has served as Chief Executive Officer of Dynagas LNG Partners since the inception. He has also served on the Board of

Directors since the inception. Mr. Lauritzen has been managing the Sponsor's LNG activities from 2007 to date. He worked for the shipowner and shipmanager Bernhard Schulte Shipmanagement Ltd. from 2004 until 2007 where he was project manager with a focus on the gas shipping segment. Prior to that, he worked for Westshore Shipbrokers AS in the offshore shipbroking segment.

Mr. Lauritzen holds a Master of Science in Shipping Trade and Finance from Cass Business School, London from 2003 and a Master of Arts in Business and Finance from Heriot Watt University, Edinburgh from 2002.



#### Philippe Louis-Dreyfus Chairman Louis Dreyfus Armateurs

In 1974, after having acquired a shipping experience in London and Oslo, Philippe Louis-Dreyfus joined Banque Louis Dreyfus where he

created a specialized shipping finance department.

In 1986, he left his family group to go and work with Banque Pallas France, in charge of the business and corporate division.

In 1994, he became President of Credit Naval.

In 1996, he returned to his family business to take the responsibility of Louis Dreyfus Armateurs, of which, together with his children, he finally took over 100 % control.

Philippe Louis-Dreyfus was elected President of Armateurs de France (2002-2004), the French Shipowners'association, and also President of ECSA, the European Community Shipowners'Associations (2006-2009) of which he remains Vice-president. He has also been President of BIMCO (2015-2017).

He is member of the board of the French International Business Confederation (Medef International) of which he is also Vice-President, and of the French C.C.E. network (French foreign trade advisors).

Among other distinctions, Philippe Louis-Dreyfus is Commandeur of the Légion d'Honneur, and Officer of the British Empire (OBE).



#### Clay Maitland Founding Chairman - NAMEPA Managing Partner - International Registries, Inc.

Clay Maitland has been employed by International Registries, Inc. for 41 years and is now a managing

partner and owner of IRI, which administers the Marshall Islands Ship Registry – the second largest registry in the world, as of March 2017, vessels registered in the Marshall Islands totaled about 3,244 in number, aggregating over 137,913,800 gross tons. Clay began the practice of law at Burlingham, Underwood & Lord in November, 1968, and was admitted to the New York Bar in June, 1969. He is also admitted to practice before the U.S. Supreme Court and the federal courts of the Eastern and Southern Districts of New York. Clay was a delegate to the United Nations Conference on the Laws of the Sea to 1976 to 1983, as well as the CMI Conference held in Lisbon in 1985, and the diplomatic conference on Maritime Liens and Mortgages, 1993. He is a former chairman of the Committee Admiralty of the Association of the Bar of the City of New York, and is a member of the Maritime Law Association of the United States (past chairman, Committee on Intergovernmental Organizations).

Clay received the Honorary Degree of Doctor of Letters from the State University of New York Maritime College in 2006, and was decorated with the U.S. Coast Guard's Distinguished Public Service Award in 2010. He was decorated with the Order of Knight Commander of the Humane Order of African Redemption by the Republic of Liberia in 1990.



#### **Evangelos M. Marinakis** Chairman Capital Maritime & Trading Corp.

Mr. Marinakis is the founder and Chairman of Capital Maritime & Trading Corp. Capital Maritime currently manages a diversified fleet of 74 vessels

and a total 9mil deadweight including the fleet of NASDAQ listed Capital Product Partners L.P. Mr. Marinakis has a successful track record of more than 30 years in shipping and capital markets having successfully completed two IPOs and having grown the Capital companies throughout the shipping cycles. Mr. Marinakis has been also the architect of Capital's diversification from a dry

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#### **Efthimios Elias Mitropoulos KCMG** IMO Secretary-General Emeritus Chairman, "Maria Tsakos" Foundation

Mr. Mitropoulos has been the 7th Secretary-General of IMO, Chancellor of the Malmo-based World Maritime University and Chairman of the

Governing Board of the Malta-based International Maritime Law Institute.

Currently, he is Chancellor of the Chennai-based AMET Maritime Education and Training University; Chairman of the Board of the "Maria Tsakos" Foundation; and Patron of the International Seafarers' Welfare Trust and the International Maritime Rescue Federation.

He is a retired Rear Admiral of the Hellenic Coast Guard and author of several books on maritime safety/safety of navigation and shipping economics and policy matters.



#### **Christian Nieswandt** Global Head Shipping, Managing Director HSH Nordbank Ag

He initially joined Landesbank Kiel's Shipping Department in 2002, where he was responsible for Scandinavian and domestic clients. After the

merger of Landesbank Schleswig-Holstein, Kiel, and Hamburgische Landesbank, Hamburg, in 6/2003 to HSH Nordbank AG, Mr. Nieswandt turned to be Head of Nordic Area Clients. In 2009 he was appointed Head of International Clients.

Before becoming Global Head Shipping in 3/2015 he headed the Global Loan Syndicate of the bank for one year.

Mr. Nieswandt began his career with Deutsche Bank as a trainee, taking over in 1988 as head of a DB branch where he was responsible for corporate and individual clients. From 1992 to 1995 he was responsible for developing and implementing a business development strategy for special target groups. From 1995 onwards he was Senior Relationship Manager in Deutsche Bank Corporate Banking. From 1998 to 2002 he headed a corporate banking team with ABN AMRO being responsible for internationally operating corporate clients.



## Mark O'Neil

#### Columbia Marlow Shipmanagement

Mark O'Neil is the CEO of Columbia Marlow Shipmanagement.

A lawyer by profession, Mark headed up international law firm Reed Smith LLP's German Shipping Team, and also co-lead the firm's Offshore Department. His clients included Ship Owners, Charterers, Insurers, Management Companies, Banks, Oil Companies and Offshore Contractors worldwide with a particular focus on the German, Scandinavian, Greek, Dutch, South American and Cypriot markets. He therefore has an in depth knowledge of the shipping, banking and offshore sectors.

Mark has been a senior Partner in Reed Smith LLP and (before that) Stephenson Harwood LLP for over 17 years.

With over 25 years experience in shipping and offshore, Mark has hosted and/or chaired numerous seminars and conferences internationally.



#### Anastasios V. Papagiannopoulos President of Bimco Principal of Common Progress

- Mr. Papagiannopoulos has been a principal of Common Progress since its establishment in 1984 and has more than 37 years

of experience in shipping.

- Mr. Papagiannopoulos has been elected since 1996 on the Board of Directors of the Union of Greek Shipowners and since 2006 in the Executive Committee of the Union including Committee Chairman of the Seaman's Social Security and Labour Issues. He is currently President of Bimco and an elected member of the Executive Committee where he had served since 1998 as an elected member of the Documentary Committee. Since 2004 he has also been an elected member in the Greek Committee of Det Norske Veritas (D.N.V.). Mr. Papagiannopoulos has been elected (2006) in the Executive Committee of International Chamber of Shipping, (I.C.S.)

- Mr. Papagiannopoulos holds a BA in Law from the National University of Athens, an MSc in Economics from Queen Mary College, University of London, an MA in European Integration from University of Reading and a PhD in Economics from Queen Mary College, University of London.



#### **Petros Pappas** CEO, Director Star Bulk Carriers

Petros Pappas is the Chief Executive Officer of Star Bulk and a member of its Board of Directors since inception. Throughout his career as a principal

and manager in the shipping industry, Mr. Pappas has overviewed over 300 vessel acquisitions and disposals. He is the founder of Oceanbulk Maritime S.A., and a number of other companies involved in the management of dry, wet and container vessels as well as in various service sectors of the shipping industry.

Mr. Pappas is the current Chairman of the UK Defence Club and has sat on the Board of several companies and institutions. Mr. Pappas is a graduate of Athens College and has subsequently received a B.A. in Economics and an MBA from The University of Michigan, Ann Arbor.



#### **Michael Parker**

#### Global Industry Head for the Shipping, Logistics and Offshore Industries Citigroup

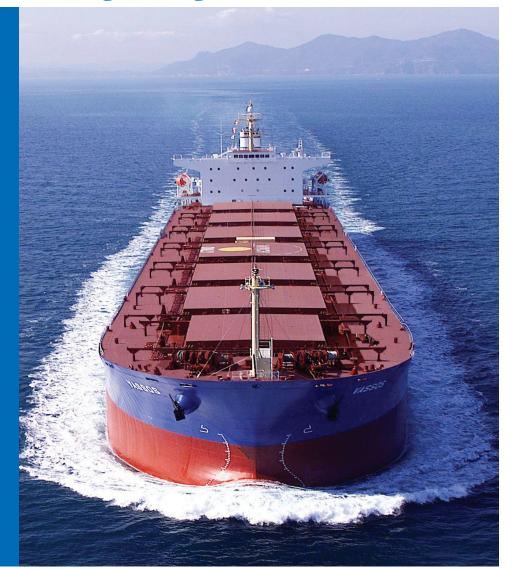
Michael Parker is the Global Industry Head for the Shipping, Logistics and Offshore industries of

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Citigroup (since 1997) and is also a Vice Chairman of Corporate & Investment Banking (EMEA) and co-head of the CIB Industrials sector in EMEA.

He joined Citibank in 1977. In various relationship management roles between 1977 and 1985 he looked after clients' international business in the U.K. construction industry and Citi's relationships with a number of large international oil and mining companies.

In October 1985 he joined Citibank's Shipping Division in London with specific responsibility for remedial management and in early 1989 he took over as Head of Northern Europe Shipping. In January 1997 he was appointed Global Industry Head with responsibility for Citibank's business world-wide managed through its shipping centres in London and Piraeus, New York, Tokyo and Hong Kong. In July 2007 he was appointed Corporate Banking Division Executive for the UK and Northern Europe and became Joint Head for the UK Banking and Broking business in February 2009, assuming his Industrials roles in 2010.

He has an M.A. in Politics, Philosophy and Economics from Magdalen College, Oxford and attended the Stanford Executive Program in 1996.



#### Ted C. Petrone Navios Group of Companies

Ted C. Petrone currently serves as Navios Corporation's Vice Chairman, a position he has held since December 2014. Petrone has been a member of Navios Maritime Acquisition Corporation's

Board of Directors since inception and was the President from inception until December 2014. He has also been a director of Navios Holdings since May 2007, and served as President of Navios Corporation from September 2006 until December 2014.

Mr. Petrone has served in the maritime industry for 36 years, 33 of which he has spent with Navios Holdings. After joining Navios Holdings as an assistant vessel operator, Mr. Petrone worked there in various operational and commercial positions. For the last 15 years, Mr. Petrone has been responsible for all the aspects of the daily commercial activity, encompassing the trading of tonnage, derivative hedge positions and cargoes. Mr. Petrone graduated from New York Maritime College at Fort Schuyler with a bachelor in science degree in maritime transportation. He has also served aboard U.S. Navy (Military Sealift Command) tankers.



#### Aristides J. Pittas Chairman & CEO Euroseas Ltd.

Aristides J. Pittas is the Chairman of the board and CEO of Euroseas since its inception on May

5, 2005. He is also the founder and President of Eurobulk Ltd, a ship management company, Eurotrade, a ship operating company, and Eurochart S.A., a shipbroking company, since 1995 and 1997 respectively for the latter two.

From September 1991 to December 1994, Mr.Pittas was the Vice President of Oceanbulk Maritime SA, a ship management company. From March 1990 to August 1991, Mr.Pittas served both as the Assistant to the General Manager and the Head of the Planning Department of Varnima International SA, a shipping company operating tanker vessels. From June 1987 until February 1990, Mr. Pittas was the head of the Central Planning department of Eleusis Shipyards S.A. From January 1987 to June 1987, Mr. Pittas served as Assistant to the General Manger of Chios Navigation Shipping Company in London, a company that provides ship management services. From December 1985 to January 1987, Mr. Pittas worked in the design department of Eleusis Shipyards S.A. where he focused on shipbuilding and ship repair.

Mr. Pittas has a B.Sc. in Marine Engineering from University of Newcastle M Upon-Tyne and an MSc in both Ocean Systems Management and Naval Architecture and Marine Engineering from the Massachusetts Institute of Technology.



#### John Platsidakis Chairman – INTERCARGO Managing Director - Anangel Maritime Services Inc.

John Platsidakis holds a Bachelor Degree in Mathematics from the University of Thessaloniki

(1974), a Master's Degree in Operational Research from the London School of Economics (1976) and a Master's Degree in Economics and Econometrics from the University of Southampton (1977).

Employed from 03/1978 until 12/1987 by Bank of America in ship finance in Athens, Piraeus and London, with the title of Vice President, from 01/1988 until 12/1988 by Marmaras Navigation as Finance Director, and from 01/1989 until presently by Anangel Maritime Services as Managing Director and Director of the Angelicoussis Shipping Group.

Member of the Board of Directors (since 1997) and the Executive Committee (since 2015) of the Union of Greek Shipowners, the Board of Directors (since 1994) and the Executive Committee (since 1998) of the Hellenic Chamber of Shipping, the Executive Committee (from 2009 until 2015) and the Council (since 2007) of Intertanko, and Member of the Executive Committee (since 2002), Vice Chairman (from 2004 until 2012) and Chairman (since 2012) of Intercargo.

Founding Member and President of the Society of Greek Alumni of the London School of Economics from 1981 until 2005 and Member of the Advisory Board of the Hellenic Observatory at the European Institute of the London School of Economics from 1997 until 2006.

John has been included in Lloyd's List 100 Most Influential People in the Shipping Industry in 2013, 2014, 2016 and 2017.



#### George Prokopiou Chairman Dynagas LNG Partners

Mr. George Procopiou has managed throughout the years a shipping fleet in excess of 500 vessels since entering the shipping business in 1974 and is

among others, the founder of Dynacom Tankers Management, Sea Traders and Dynagas Ltd. Since 2002, he has built more than 100 vessels at shipyards in China, South Korea and Japan. Mr. Procopiou holds a degree in civil engineering from the National Technical University of Athens. Mr. Procopiou has also served as Chairman

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of the North of England P&I Association. He is Chairman of the Greek committee of Bureau Veritas, as well as member of the Greek committees of DNV GL, Lloyd's Register and ABS. In 2005 Dynacom was awarded Tanker Company of the Year award by Lloyd's List. In 2012 Dynagas made history, when the company's LNG carrier OB RIVER became the world first LNG Carrier to transit and carry a cargo through the Northern Sea Route. In 2015 Dynagas received Statoil's "Working Safely With Suppliers" operator award for safety performance above industry standards. In June 2017 Mr. Procopiou was presented with Seatrade's "Lifetime Achievement Award".



#### John Michael Radziwill Chief Executive Officer C Transport Maritime S.A.M.

John Michael Radziwill is the Chief Executive Officer of C Transport Maritime S.A.M. in Monaco (since 2010) a third party ship manager active in the dry

bulk market. C Transport Maritime, formed in 2004, employs 70 people all based in Monaco and manages between 100-120 bulkers at any point in time. The company's main operations include chartering, operations, technical management and FFA trading. Prior to becoming CEO Mr. Radziwill served in the commercial department as a Capesize freight trader from 2005 to 2006 and as the head of the sale and purchase division from 2006 through 2010. Between 2013 and 2016 Mr. Radziwill also served on the Board of Directors of Euronav, a publicly listed tanker owner operator. From 2004 to 2005 Mr. Radziwill worked at H. Clarkson & Co. Ltd and Seascope Insurance Services Ltd. both in London, England. In 2003 he joined Ceres Hellenic's Insurance and Claims Department in Piraeus, Greece.

Today, Mr. Radziwill also serves as Chief Executive Officer and Chairman of GoodBulk Ltd., a ship owning company active in the dry bulk segment and listed on the Norwegian OTC market under the symbol BULK. Mr. Radziwill is also an advisor to SCP Clover Maritime, a company that manages assets and investments for the Radziwill family. John Michael Radziwill is a member of the American Bureau of Shipping and the Baltic Exchange. Mr. Radziwill graduated from Brown University in 2002 with a BA in Economics, after which he served as Administrative Officer at Ceres Hellenic Enterprise's New Building Site Office in Koje, South Korea.



#### George V. Saroglou Chief Operating Officer Tsakos Energy Navigation, Ltd.

Mr. Saroglou has been Chief Operating Officer of the Tsakos Energy Navigation Limited since 1996. Mr. Saroglou is a shareholder of Pansystems S.A.,

a leading Greek information technology systems integrator, where he also worked from 1987 until 1994. From 1995 to 1996 he was employed in the Trading Department of the Tsakos Group.

He graduated from McGill University in Canada in 1987 with a Bachelors Degree in Science (Mathematics).



#### Nikolas P. Tsakos Founder and Chief Executive Officer TEN LTD

Dr. Nikolas P. Tsakos is the Founder and Chief Executive Officer of Tsakos Energy Navigation (TEN), a pioneering shipping company quoted on

the New York Stock Exchange. He comes from a traditional Chios seafaring family. Mr Tsakos is the Chairman of INTERTANKO and the former President of HELMEPA.

He also sits on the boards of a number of other organisations and associations. He graduated in 1985 from Columbia University in New York with a degree in Economics and Political Science and obtained a Masters Degree in Shipping, Trade and Finance from London's City University Business School in 1987. In 2011, Mr Tsakos was awarded an honorary doctorate from the City University Business School, for his pioneering work in the equity financial markets relating to shipping companies.



#### Stamatis Tsantanis Chairman and CEO Seanergy Maritime Holdings

Stamatis Tsantanis is the Chairman and CEO of Seanergy Maritime Holdings (NASDAQ:SHIP).

He has more than 19 years of experience in senior shipping and finance positions. Stamatis joined Seanergy in 2012 and led its reorganization and significant fleet growth into a prominent Capesize drybulk company of more than 1.7 million dwt. Prior to joining Seanergy, he served as Group CFO of Target Marine and managed its corporate and financial strategy. Stamatis previously served as the Chief Financial Officer and Director of Top Ships Inc. from its initial listing on NASDAQ to its growth as a major tanker owner of a fleet of 2.5 million dwt. Prior to that, he was an investment banker at Alpha Finance, a member of the Alpha Bank Group, with active role in a number of major shipping corporate finance transactions in the US capital markets. Stamatis is a fellow of the Institute of Chartered Shipbrokers and holds a Master's degree in Shipping Trade and Finance from Cass Business School in London and a Bachelor's degree in Shipping Economics from the University of Piraeus.



#### Harry Vafias Chief Executive Officer Stealthgas, Inc.

Harry Vafias founded Stealth Maritime Corp in 1999. Stealth Maritime Corp has invested in new generation newbuilds between 2007-2010 for

the renewal of the tanker fleet and today operates twenty 50,000 – 120,000 dwt modern double hull oil tankers all under long term charters with oil companies and traders.

In 2004 he founded Stealthgas which was listed in NASDAQ in October 2005 and up to today has raised approx \$500 mill from the capital markets. Stealthgas has a fleet 51 gas ships (including newbuilds) and 4 oil tankers and is the largest company, in number of owned vessels, in gas transportation worldwide.

In 2005 Harry Vafias founded Estates Corporation Inc, a real estate company, investing in Greece, London, New York and Geneva.





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Contact:

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In 2008 Harry Vafias was awarded by the NASDAQ for being the youngest CEO of a listed shipping company worldwide.

In 2010 Harry Vafias was elected vice chairman of the INTERTANKO meditteranean panel. In the same year Harry Vafias was awarded the SEATRADE young person in shipping award.

In 2012 Harry Vafias was awarded by Lloyds list newspaper for being 'newsmaker of the year for 2012'

In 2013 Harry Vafias and StealthGas was awarded by Lloyds list newspaper for 'best tanker company of the year for 2013'

Mr Vafias is also a member of the ABS classification society committee, of the NK classification society committee, of the KR classification society committee, member of the board of the BSA (Bahamas shipowners association), member of the board of BCA (business school of Athens) and vice president of the consular corps of Greece.



#### Valentios "Eddie" Valentis **President & CEO** Pyxis Tankers (NASDAQ: PXS)

Valentios ("Eddie") Valentis, has over 25 years of shipping industry experience, including owning, operating and managing tankers. He has founded

Pyxis Tankers Inc. and is serving as Chief Executive Officer and Chairman of the board of directors since inception. Mr. Valentis is also the President of Pyxis Maritime Corp., a company he founded in 2007.

In 2001, Mr. Valentis was appointed President/CEO of Konkar Shipping Agencies S.A., a drybulk operator based in Greece, which is a position he continues to hold. From 1998 to 2001, Mr. Valentis was the Commercial Manager for the L.G.Matsas shipping group. From 1996 through 1998, Mr. Valentis worked as a dry cargo chartering broker and from 1989 to 1995 he was involved in the commercial operation of drybulk vessels.

Mr. Valentis holds a MBA from Southern New Hampshire University. Mr. Valentis serves as a council member of the Independent Tanker Owners Association (INTERTANKO) and a member of the Greek Committee of NKK Classification Society.



#### **Christa Volpicelli** Managing Director & Head of Maritime **Investment Banking** Citi

Christa is a Managing Director in Citigroup's Global Transportation Group, where she leads the firm's

U.S. shipping investment banking practice. She focuses on providing M&A, capital raising and financial advisory services across all of the maritime areas, including the tanker, LNG, containership leasing, dry bulk, container leasing, and port / terminal sectors. She has structured and led initial public offerings and subsequent equity offerings for many of the shipping companies presently listed in the U.S., and has served as structuring agent for the majority of the maritime Master Limited Partnerships.

Christa additionally has worked on numerous buyside advisory engagements for various shipping clients on a confidential basis

as well as been active with companies exploring public debt alternatives.

Additionally, she has worked with a spectrum of industrial clients, including extensive work for Ford Motor Company where she was involved in the sale of Volvo and the sale of Hertz.

Christa received her M.B.A from the University of Michigan Business School, graduating with High Distinction. She has a B.A. in Mathematics, Summa Cum Laude, from the Ohio State University. Previously, she worked in finance for Visteon Corporation and Ford Motor Company.



#### Ian Webber **Chief Executive Officer Global Ship Lease, Inc.**

Ian Webber has been the Chief Executive Officer of Global Ship Lease, Inc., a New York listed containership lessor, since its formation in 2007.

Global Ship Lease currently owns 18 vessels with a total capacity of 82,312 TEU and an average age, weighted by TEU capacity, at September 30, 2016 of 11.8 years. All 18 vessels are currently fixed on time charters, 15 of which are with CMA CGM and three to OOCL. The average remaining term of the charters at September 30, 2016 was 4.1 years or 4.2 years on a weighted basis.

From 1996 to 2006, he was the Chief Financial Officer and a director of CP Ships Limited, a top 20 containership operator, listed on the New York and Toronto stock exchanges until its merger into Hapag-Lloyd in 2006. From 1979 to 1996, Mr. Webber was at PriceWaterhouse, the last five years as a partner. Mr. Webber is a graduate of Cambridge University.



#### Michael Weisz **Founder and President YieldStreet**

Michael Weisz is Founder and President of YieldStreet. Michael is responsible for YieldStreet's investment strategy, originator network and

investor acquisition. Michael has held a variety of positions across the specialty finance spectrum including leadership positions with Soli Capital and American Medical Concierge.

Previously, Michael was Vice President at a New York-based credit opportunities hedge fund with \$1.2B under management. Michael and his team specialized in asset-based loan transactions between \$5M and \$25M with a niche in the legal finance markets. During his career, he has managed over \$400M in transactions.



#### Paul Wogan CEO

Joined Gaslog in February 2012 and took over as CEO in January 2013.

Over 30 years' experience in the shipping industry including LNG, dry cargo, tankers, chemical tankers and offshore wind farm support vessels



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#### Company Info



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Worked for Teekay Corporation from 2000 to 2008, where from November 2003 to March 2008 he served as president of Teekay Tanker Services, with responsibility for the company's fleet of crude and product tankers.

Prior to joining Teekay Corporation, served as Chief Executive Officer of Seachem Tankers Ltd.

Vice Chairman of UK, P&I Club

Served as senior independent director of Clarksons PLC from 2008 until February 2012. Graduate of Exeter University and has an MBA from Cranfield School of Management.



George Youroukos CEO

Poseidon Containers

George Youroukos is the Founder and the Managing Director of Technomar Shipping Inc. He has been involved in shipping since 1993 when

he joined a shipping Company in Greece. A year later he founded Technomar Shipping. He has been involved in the Container and Dry bulk sectors for more than 23 years.

Technomar today manages a fleet of 65 ships consisting primarily of container as well as dry bulk ships.

Mr. Youroukos holds a Bachelors degree in Marine Engineering

from University College of London University (UK) and a Masters degree in Engineering from Brunel University (UK). He has been appointed chairman of RINA Hellenic committee since 2011.

#### **Tobias Zehnter** Managing Director, Global Head of Shipping NORD/LB

Tobias is heading the Global Maritime Industries activities of NORD/LB out of the Hanover/ Germany-based headquarter. His 20 years of banking and financing experience includes a broad range of Commodity Financing with particular emphasis on the ECA-covered Export Finance Segment and the Shipping sector.

Prior to his recent position at NORD/LB, Tobias served as Head of Transportation Origination (Shipping) at DekaBank in Frankfurt. He has also work for the Ship Finance Team of KfW IPEX Bank. During this period he encountered the German (including yards) as well as the Mediterranean Market (Italy, Turkey, Greece, Israel).

Tobias started his career in banking with DekaBank covering the Commodity Financing Market as well as Export Finance. Later, he took over responsibility for acquisition of syndicated loans in that sector.

Tobias has had a two-year apprenticeship and formal education certificate program in banking and finance and holds a diploma in Banking Business Administration from Frankfort School of Finance & Management.



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Our principal, Stephen Flott, has been involved in assisting international shipping companies since the Tax Reform Act of 1986 changed US taxation of international shipping. Indeed, when tax returns were due for the 1987 tax year, the first year in which the new rules applied, Stephen worked with the IRS to develop exemption language for US tax returns.

Flott & Co. PC monitors developments in the US shipping tax and assists foreign shipping companies with their US compliance obligations. Since 1988, the firms has advised P&I Clubs, BIMCO, INTERTAKO, the Greek Shipping Cooperation Committee, the Union of Greek Shipowners, individual shipowners and shipping investors on the application of the tax and the exemptions.

Flott & Co. PC's knowledge and experience in the US taxation of international shipping ensure our clients understand the application of the US tax rules to their circumstances and that they meet their US tax compliance obligations in a timely and cost-efficient manner.

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### Excellence in Investor Relations and Financial Communications Your Link With the Global Investment Community

With its headquarters in New York and presence in London and Athens, Capital Link has been active since 1995 in the field of Investor Relations and Financial Communication. Its activities focus mainly on three areas: 1) Linking companies with strategic and institutional investors, bankers, analysts, and the financial media in Europe and the United States, 2) American Closed-End Funds and ETFs, 3) Listed shipping Companies. Capital Link's programs combine IR, IT and financial media in one comprehensive package enabling Companies to maximize their penetration and recognition in the global investment community.

**Capital Link** maintains close collaboration with the three main US Stock Exchanges (New York Stock Exchange, American Stock Exchange (now part of NYSE) and NASDAQ), the London Stock Exchange, the Athens Stock Exchange as well as numerous companies in Greece, Europe, US and Chile. It also organizes annually in New York, London and Athens a series of Investment Forums focusing on its main activity fields (www.capitallinkforum.com).

**Capital Link** has a leading position globally in the area of Investor Relations with respect to **shipping**, as it cooperates with the majority of shipping companies listed on the three US Stock Exchanges, as well as in London (LSE and AIM) and Milan. Capital Link is by far the most recognizable IR firm in this sector with unique access to investors, analysts, media and bankers. It has built the most extensive and effective platform for linking Listed shipping Companies with the investment community in Europe and the United States. Capital Link is a member of the Baltic Exchange and organizes regularly Analyst and CEO Forums on tankers, containers and dry bulk shipping. Additionally, it holds annually the "Invest in International Shipping" Capital Link Forums in New York and London. Finally, it also maintains a shipping portal with information on all UK and US Listed shipping Companies (www.capitallinkshipping.com).

**Capital Link** has also a leading position in **US Closed-End funds and ETFs**, as it cooperates with the major fund sponsors in these sectors. The Annual Capital Link "Closed-End Fund and Global ETF" Forum taking place in New York, celebrating its 17th year, is considered the most significant Forum of the sector. In the context of this Forum, Capital Link organizes the "Annual Closed-End Fund & Global ETF Awards" which recognize funds and managers who adhere to high standards of Corporate Governance, financial disclosure and Investor Relations. Capital Link also maintains a portal with information on these funds (www.closedendfundforum.com).

Capital Link has built one of the most extensive and effective networks for the promotion of international companies that want to access the European and US capital markets. In this area, Capital Link has built extensive regional expertise across developed and emerging markets having worked with listed companies and capital markets related organizations from several countries, including Canada, Chile, Cyprus, Greece, France, Germany, Ireland, Italy, Portugal, Russia, Spain, Switzerland, Turkey, United Kingdom and the United States. Also, broad and diversified industry expertise with a client base across several sectors - banking & finance, chemicals, cement & construction, food and beverage, insurance, investment management, IT & computers, mining, oil & energy, packaging, pharmaceuticals & cosmetics, retailing, telecommunications, transportation etc.

Capital Link is proud to have worked with several **governmental organizations** organizing presentations to U.S. investors for the **Finance Ministers** of Bulgaria, France, Greece and Portugal. We have worked with the majority of **Stock Exchanges** in the United States and Europe (New York, American, NASDAQ, Chicago Board Options Exchange, Athens Exchange, Euronext, London Stock Exchange/ AIM, Deutsche Boerse, Lisbon Stock Exchange, MICEX, Swiss Exchanges. The Paris Bourse was our first client in 1995.

# **Capital Link Shipping**

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Capital Link is a New York-based Advisory, Investor Relations and Financial Communications firm. Capitalizing on our in-depth knowledge of the shipping industry and capital markets, Capital Link has made a strategic commitment to the shipping industry becoming the largest provider of Investor Relations and Financial Communications services to international shipping companies listed on the US and European Exchanges. Capital Link's headquarters are in New York with a presence in London and Athens.

#### **Investor Relations & Financial Advisory**



Operating more like a boutique investment bank rather than a traditional Investor Relations firm, our objective is to assist our clients enhance long term shareholder value and achieve proper valuation through their positioning in the investment community. We assist them to determine their objectives, establish the proper investor outreach strategies, generate a recurring information flow, identify the proper investor and analyst target groups and gather investor and analyst feedback and related market intelligence information while keeping track of their peer group. Also, to enhance their profile in the financial and trade media.

In our effort to enhance the information flow to the investment community and contribute to improving investor knowledge of shipping, Capital Link has undertaken a series of initiatives beyond the traditional scope of its investor relations activity, such as:

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#### www.CapitalLinkShipping.com

A web based resource that provides information on the major shipping and stock market indices, as well as on all shipping stocks. It also features an earnings and conference call calendar, industry reports from major industry participants and interviews with CEOs, analysts and other market participants.

#### **Capital Link Shipping Weekly Markets Report**

Weekly distribution to an extensive audience in the US & European shipping, financial and investment communities with updates on the shipping markets, the stock market and listed company news.







#### www.CapitalLinkWebinars.com

Sector Forums & Webinars: Regularly, we organize panel discussions among CEOs, analysts, bankers and shipping industry participants on the developments in the various shipping sectors (containers, dry bulk, tankers) and on other topics of interest (such as Raising Equity in Shipping Today, Scrapping, etc).

#### Capital Link Investor Shipping Forums

In New York, Athens and London bringing together investors, bankers, financial advisors, listed companies CEOs, analysts, and shipping industry participants.

#### www.MaritimeIndices.com

Capital Link Maritime Indices: Capital Link developed and maintains a series of stock market maritime indices which track the performance of U.S. listed shipping stocks (CL maritime Index, CL Dry Bulk Index, CL Tanker Index, CL Container Index, CL LNG/LPG Index, CL Mixed Fleet Index, CL Shipping MLP Index – Bloomberg page: CPLI. The Indices are also distributed through the Reuters Newswires and are available on Factset.

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## CAPITAL LINK SHIPPING MASTER SERIES PODCAST



**Capital Link has launched its Shipping Master Series Podcast** where it will feature weekly podcasts including interviews with C-level executives from major Shipping companies and industry players.

The Podcast series will provide a comprehensive review and outlook of the various shipping markets, made more relevant by the release of companies' annual results. In addition, it will also include topics of critical relevance to the industry.

To subscribe and receive up-to-date notifications on our Podcast series, please subscribe to our channel at: <u>podcasts.capitallink.com</u>.

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